

Message Text

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STATE:GSTRONG NEA/ARN

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R 121943Z JUN 74

FM SECSTATE WASHDC

TO USINT BAGHDAD

AMEMBASSY BEIRUT BY POUCH

UNCLAS STATE 124637

E.O. 11652 N/A

TAGS: BDIS, IZ

SUBJECT: IRAQI COMPLAINT ABOUT SLOW DELIVERY

REF:BAGHDAD 0339

1) GALION

MR. JONES, AREA MANAGER FOR GALION, STATED FOLLOWING;

A) SIGNED ROUGH DRAFT OF CONTRACT WITH STATE MACHINERY IMPORT COMPANY (SMIC) IN BEIRUT; SMIC EVIDENTLY FELT THIS CONTRACT FINAL. AT THE TIME, MR. JONES STATED HE MIGHT NOT BE ABLE TO GUARANTEE DELIVERY TIMES.

?) PRICE QUOTED WAS FOR FOB PLANT PRICE NOT PORT PRICE.

LETTER OF CREDIT FROM SMIC WAS FOR PORT PRICE. GALION NEEDS APPROX. \$40,000 MORE FOR SHIPPING COSTS.

C) ORDER FOR EQUIPMENT ARRIVED APRIL. DUE TO PROBLEMS WITH TRANSMISSIONS AND AXELS GALION UNABLE TO START SHIPPING BEFOR AUGUST. BY END OF YEAR WILL HAVE SHIPPED 30 T-500 UNITS (TOTAL NUMBER ORDERED) AND 10 T-400 UNITS (15 LESS THAN ORDERED).

D) GALION CONSIDERS SMIC IMPORTANT CUSTOMER AND HOPES FOR BUSINESS RELATION LONGER THAN INITIAL 3 YR. CONTRACT. MR. JONES STATED GALION DOING MORE FOR SMIC THAN NORMAL. AS EVIDENCE AGREED TO PAY AIR FARE AND LOCAL EXPENSES FOR 2 SMIC ENGINEERS FOR TRAINING IN U.S. (NORMALLY ONLY PAY LOCAL

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EXPENSES).

E) GALION HAS NO OBJECTIONS TO POST PASSING ABOVE INFORMATION TO SMIC.

F) COMMERCE DISTRICT OFFICE STATED GALION REPUTABLE FIRM AND PROBABLY DOING BEST IT CAN UNDER TIGHT SUPPLY CONDITIONS.

2) INTERNATIONAL HARVESTER.

AS FIRM HAS SEVERAL OFFICES AND PLANTS NEED MORE SPECIFIC INFORMATION CONCERNING CONTRACT; WHEN AND WHO SIGNED, WHAT SPECIFICALLY ORDERED AND WHERE TO BE MANUFACTURED (GERMANY OR U.S.). SISCO

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